

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 2.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.5%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	916	1,076	+ 17.5%	2,930	3,046	+ 4.0%
Closed Sales	636	647	+ 1.7%	2,226	2,199	-1.2%
Median Sales Price*	\$251,000	\$279,000	+ 11.2%	\$250,000	\$268,000	+ 7.2%
Inventory of Homes for Sale	2,215	1,578	-28.8%	--	--	--
Months Supply of Inventory	2.8	2.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	79	63	-20.3%	85	70	-17.6%
Percent of Original List Price Received*	97.1%	98.2%	+ 1.1%	96.0%	97.2%	+ 1.3%
New Listings	1,190	1,333	+ 12.0%	3,748	3,598	-4.0%

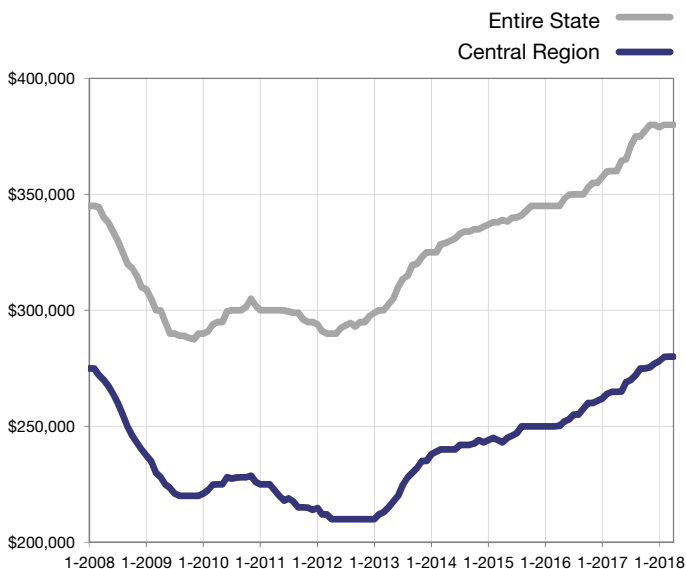
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	157	225	+ 43.3%	637	684	+ 7.4%
Closed Sales	137	154	+ 12.4%	514	505	-1.8%
Median Sales Price*	\$184,500	\$217,250	+ 17.8%	\$184,450	\$201,500	+ 9.2%
Inventory of Homes for Sale	506	289	-42.9%	--	--	--
Months Supply of Inventory	3.0	1.7	-43.3%	--	--	--
Cumulative Days on Market Until Sale	70	58	-17.1%	81	63	-22.2%
Percent of Original List Price Received*	97.4%	98.6%	+ 1.2%	96.5%	98.0%	+ 1.6%
New Listings	232	246	+ 6.0%	844	769	-8.9%

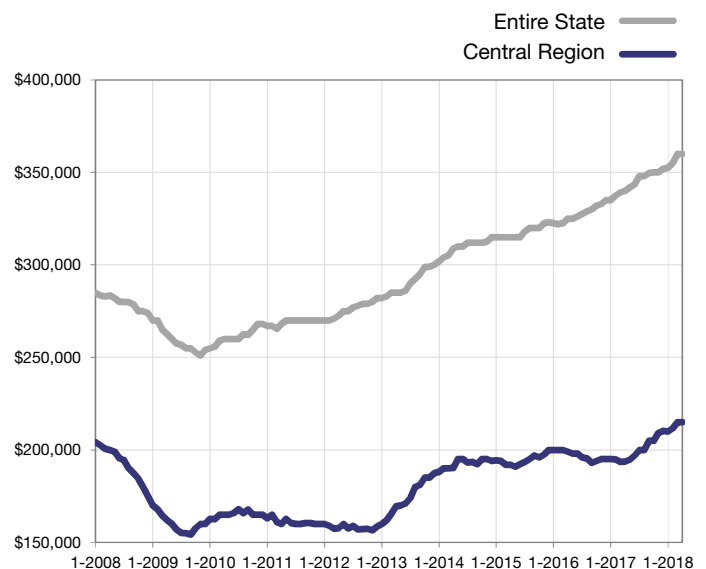
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 11.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 26.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	755	870	+ 15.2%	2,472	2,577	+ 4.2%
Closed Sales	537	585	+ 8.9%	2,008	2,005	-0.1%
Median Sales Price*	\$399,900	\$440,000	+ 10.0%	\$393,750	\$420,000	+ 6.7%
Inventory of Homes for Sale	1,529	1,122	-26.6%	--	--	--
Months Supply of Inventory	2.1	1.5	-28.6%	--	--	--
Cumulative Days on Market Until Sale	59	52	-11.9%	67	61	-9.0%
Percent of Original List Price Received*	98.8%	99.7%	+ 0.9%	97.5%	98.0%	+ 0.5%
New Listings	1,045	1,136	+ 8.7%	3,155	3,082	-2.3%

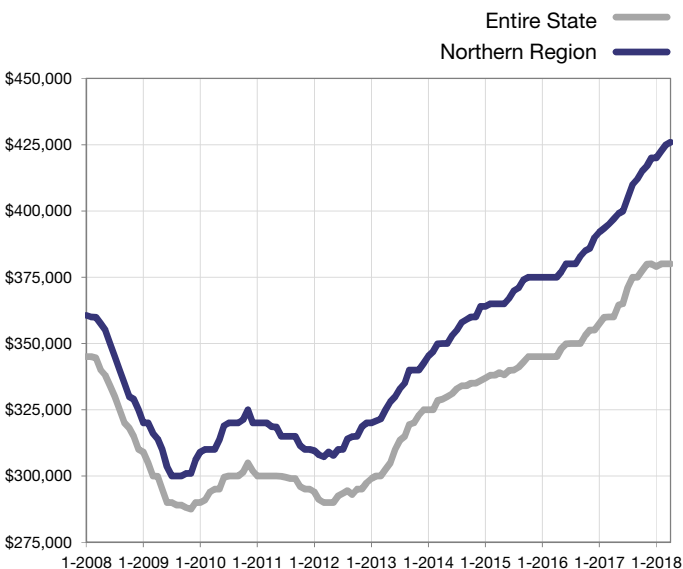
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	366	394	+ 7.7%	1,232	1,295	+ 5.1%
Closed Sales	272	294	+ 8.1%	1,024	978	-4.5%
Median Sales Price*	\$264,950	\$253,750	-4.2%	\$256,250	\$262,000	+ 2.2%
Inventory of Homes for Sale	603	480	-20.4%	--	--	--
Months Supply of Inventory	1.8	1.5	-16.7%	--	--	--
Cumulative Days on Market Until Sale	54	41	-24.1%	61	50	-18.0%
Percent of Original List Price Received*	99.0%	99.8%	+ 0.8%	98.3%	99.0%	+ 0.7%
New Listings	445	536	+ 20.4%	1,499	1,537	+ 2.5%

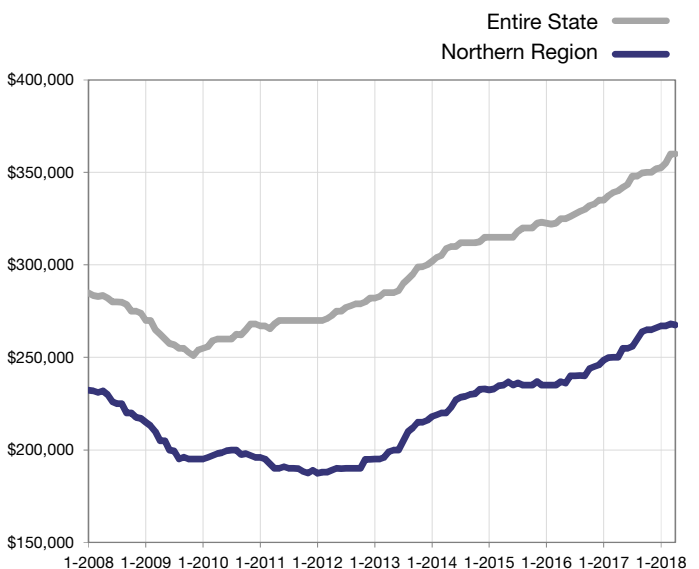
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 0.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.3%

Year-Over-Year
Change in
Inventory of Homes
All Properties

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	551	639	+ 16.0%	1,876	1,926	+ 2.7%
Closed Sales	440	411	-6.6%	1,561	1,468	-6.0%
Median Sales Price*	\$290,000	\$312,000	+ 7.6%	\$277,000	\$294,250	+ 6.2%
Inventory of Homes for Sale	1,609	1,173	-27.1%	--	--	--
Months Supply of Inventory	3.1	2.3	-25.8%	--	--	--
Cumulative Days on Market Until Sale	78	67	-14.1%	78	75	-3.8%
Percent of Original List Price Received*	97.1%	96.9%	-0.2%	96.8%	96.4%	-0.4%
New Listings	769	774	+ 0.7%	2,449	2,317	-5.4%

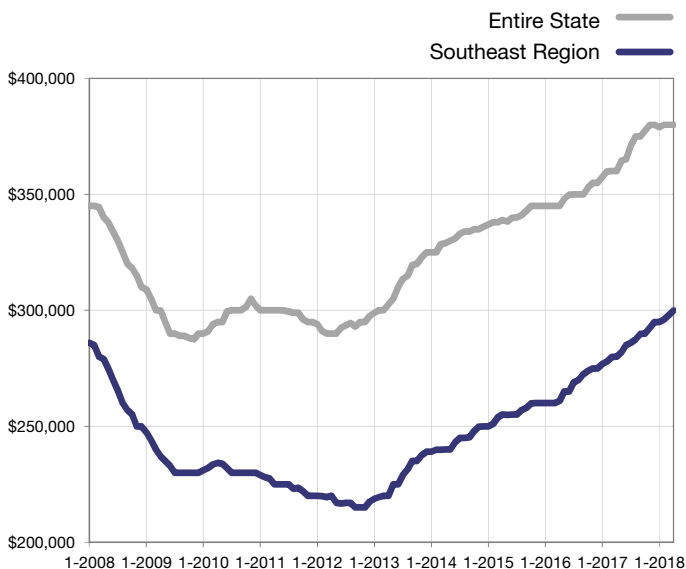
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	88	107	+ 21.6%	325	305	-6.2%
Closed Sales	78	72	-7.7%	264	232	-12.1%
Median Sales Price*	\$178,250	\$197,000	+ 10.5%	\$185,000	\$195,750	+ 5.8%
Inventory of Homes for Sale	188	146	-22.3%	--	--	--
Months Supply of Inventory	2.4	1.8	-25.0%	--	--	--
Cumulative Days on Market Until Sale	68	53	-22.1%	70	59	-15.7%
Percent of Original List Price Received*	97.0%	97.8%	+ 0.8%	97.5%	97.5%	0.0%
New Listings	90	125	+ 38.9%	368	355	-3.5%

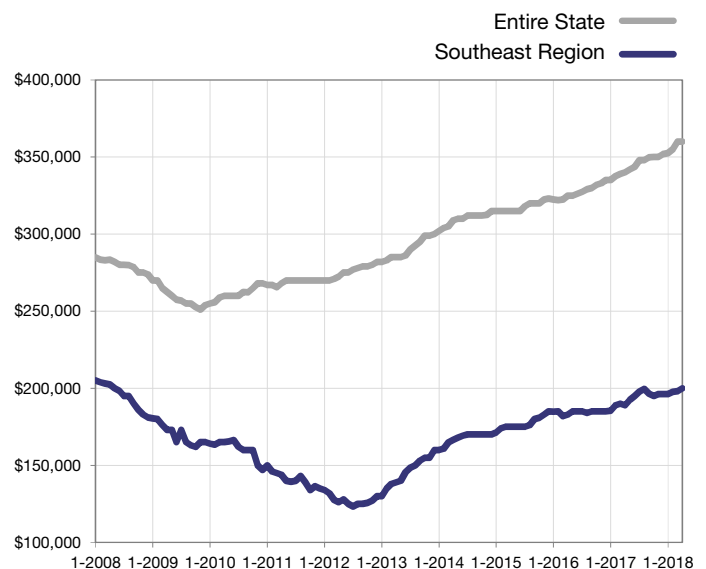
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Single-Family Properties



Condominium Properties



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West Region

- 3.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.1%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 29.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	695	792	+ 14.0%	2,258	2,320	+ 2.7%
Closed Sales	503	462	-8.2%	1,753	1,743	-0.6%
Median Sales Price*	\$197,500	\$210,000	+ 6.3%	\$190,000	\$200,000	+ 5.3%
Inventory of Homes for Sale	2,839	2,019	-28.9%	--	--	--
Months Supply of Inventory	4.7	3.3	-29.8%	--	--	--
Cumulative Days on Market Until Sale	107	91	-15.0%	107	95	-11.2%
Percent of Original List Price Received*	94.1%	95.1%	+ 1.1%	93.2%	94.1%	+ 1.0%
New Listings	1,109	1,018	-8.2%	3,156	2,890	-8.4%

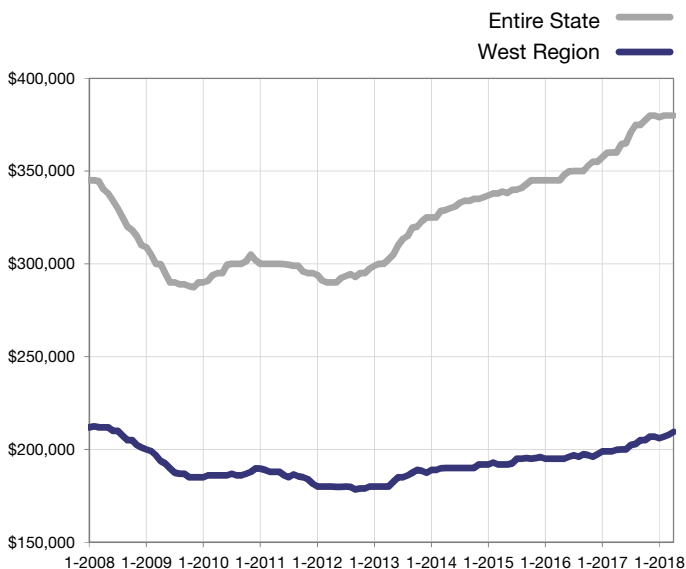
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	89	121	+ 36.0%	287	328	+ 14.3%
Closed Sales	56	59	+ 5.4%	239	232	-2.9%
Median Sales Price*	\$146,625	\$161,500	+ 10.1%	\$154,000	\$157,750	+ 2.4%
Inventory of Homes for Sale	518	364	-29.7%	--	--	--
Months Supply of Inventory	6.4	4.3	-32.8%	--	--	--
Cumulative Days on Market Until Sale	134	103	-23.1%	142	116	-18.3%
Percent of Original List Price Received*	94.4%	96.4%	+ 2.1%	94.2%	95.8%	+ 1.7%
New Listings	164	141	-14.0%	447	395	-11.6%

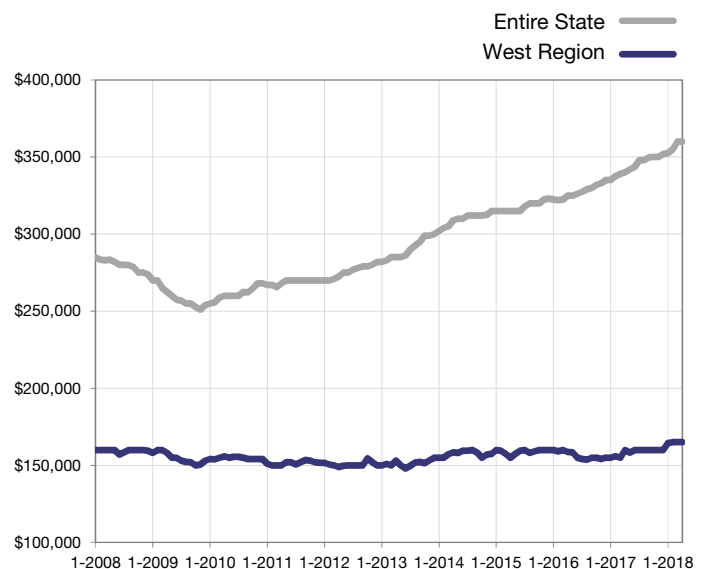
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